



new musicals inc.

Executive Summary
March 11, 2020

Attached: Cashflow; Budget v. Actual; Balance Sheet; and 6-Year Comparison

Cashflow

Cashflow is healthy through spring, and probably summer as well. There is \$43,000 in the bank (\$8000 allocated to John Sparks's programming), and \$56,000 in our Fidelity account, but we shouldn't have cashflow issues until perhaps June.

Financial statements

Balance sheet. Healthy-looking balance sheet.

Budget v Actual. Most every number is in accordance with our anticipated budget.

Rental income is way up from budgeted prediction. Rental income to continue to be high for the next two months, then taper off for May/June/July as we use the space for our own programming.

Office Equipment is higher than budgeted due to the purchase of new chairs.

Six-Year Comparison. This is a new financial report, designed to assist the Board in its discussion about the Strategic Plan. It compares in broad strokes our major expenses and sources of income for the past six years. Each number represents thousands of dollars. That is, 56 is \$56,000. 1 is \$1,000. 0 is less than a thousand dollars. *Note the far right column won't be useful in every category as we are not yet completed with the current fiscal year.* Some numbers in the right-column are useful for comparison (insurance, and the like), but for other numbers like rent, salaries, productions, programming, please compare only the first five columns.

Cashflow 3.9.20

	expense	income	running balance
3/9/2020			43,715
Spacer (for Excel)			43,715
Core scholarships	12,500		31,215
4x10	8,100		23,115
3/12/2020 Deposits not yet cleared		4,500	27,615
3/15/2020 Paypal not yet cleared		3,272	30,887
3/15/2020 Square, not yet cleared		0	30,887
3/30/2020 Renters		2,000	32,887
4/15/2020 Admin Asst underwriting 9 of 13		1,666	34,553
4/30/2020 Member Fees 4 of 4		7,700	42,253
4/30/2020 Monthly expenses	12,807		29,446
5/30/2020 May Board fundraiser		2,000	31,446
Approximating end of year cash flow:	0	0	31,446
Monthly expenses May-Aug (4 months)	51,228		-19,782
Core scholarship release funds 2 of 2		7,500	-12,282
County Grant 2 of 2		4,500	-7,782
Admin Asst underwriting 10-13		6,664	-1,118
Conference net	5,400	14,000	7,482
Fringe net (alr spent 3K on rent; alr collected	17,000	16,200	6,682
15MM net (.5K rent alr spent)	3,700	2,080	5,062
Renters (negligible due to NMI summer programming)			
Rent	2,400		
Monthly Expenses	1430		
Wages (incl WC, contributions)	12807		
Total Rent/Expenses/Wages	16,637		
<i>math check</i>	33407	21,138	31,446

New Musicals Inc.
2019-20 Budget v. Actual
 Actuals v. budgeted predictions by this point in Fiscal Year

	Sep '19 - Feb 20	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
ANMT Writers' Workshop Income				
Core Curriculum	8,904	13,960	-5,056	64%
Full Length Curriculum	7,000	5,735	1,266	122%
General Member	8,700	9,330	-630	93%
Guided Development	1,400	1,500	-100	93%
Inactive	1,750	2,160	-410	81%
Lab - Book	2,009	2,104	-95	95%
Lab - Lyric	1,306	2,104	-798	62%
Lab - Music	1,268	2,104	-836	60%
Total ANMT Writers' Workshop Income	32,336	38,996	-6,660	83%
ARC INCOME				
ARC Producer Session Income	4,775			
ARC Project Royalties	708		708	100%
Total ARC INCOME	5,483		5,483	100%
Contribution Income				
Contributions - Board	3,700	3,750	-50	99%
Contributions - Members	8,794	8,500	294	103%
Contributions - Non Members	33,760	30,000	3,760	113%
Friends of New Musicals	550	1,500	-950	37%
Total Contribution Income	46,804	43,750	3,054	107%
Developmental Services Income				
Dramaturgical Feedback	3,395	3,900	-505	87%
WMT Royalty	75	100	-25	75%
Total Developmental Services Income	3,470	4,000	-530	87%
Fundraiser Income				
Online Auction	5,498	7,500	-2,002	73%
Total Fundraiser Income	5,498	7,500	-2,002	73%
Grant Income				
LA County	4,675	4,550	125	103%
Total Grant Income	4,675	4,550	125	103%
Miscellaneous Income	50			
Online Income				
Format Guidelines Purchase	125	75	50	167%
Resource Center	330	250	80	132%
Online Income - Other		250	-250	
Total Online Income	455	575	-120	79%
Producing Income				
Grants/Investments	1,691		1,691	100%
Total Producing Income	1,691		1,691	100%
Programming Income				
Participation Fees	1,775	4,600	-2,825	39%
Total Programming Income	1,775	4,600	-2,825	39%
Rental Income				
Rental Income - ANMT Members		375	-375	
Rental Income - Non-Members	13,940	800	13,140	1,743%
Rental Peerspace	10,511	12,000	-1,489	88%
Total Rental Income	24,451	13,175	11,276	186%
Total Income	126,688	117,146	9,543	108%

New Musicals Inc.
2019-20 Budget v. Actual
Actuals v. budgeted predictions by this point in Fiscal Year

	Sep '19 - Feb 20	Budget	\$ Over Budget	% of Budget
Expense				
ANMT Writer Workshop Expenses				
Miscellaneous Workshop Expenses	75		75	100%
Total ANMT Writer Workshop Expenses	75		75	100%
ARC EXPENSES				
Copies		490	-490	
Total ARC EXPENSES		490	-490	
Bank Service Charges		125	-125	
Contractors - Instructional				
Actors	925			
Assessment Instructors		600	-600	
Developmental Services Provider		2,433	-2,433	
Producer	240			
Total Contractors - Instructional	1,165	3,033	-1,868	38%
Contractors - Theatre				
Actors	950		950	100%
Total Contractors - Theatre	950		950	100%
Contributions				
Mailing/Printing Expense	91		91	100%
Total Contributions	91		91	100%
Conventions/Travel				
Hotel	450	2,500	-2,050	18%
Registration	540	950	-410	57%
Travel	293	950	-657	31%
Total Conventions/Travel	1,283	4,400	-3,117	29%
Facility Expenses				
Building Maintenance		500	-500	
Rent	14,400	14,400		100%
Total Facility Expenses	14,400	14,900	-500	97%
Fundraiser Expenses				
Postage	196			
Ticket Purchase	939	1,500	-561	63%
Total Fundraiser Expenses	1,135	1,500	-365	76%
Insurance				
Insurance - D & O	1,304	1,636	-332	80%
Insurance - Liability	2,547	1,661	886	153%
Total Insurance	3,851	3,297	554	117%
Marketing				
Advertising	565	1,200	-635	47%
Fliers/invites/printing		500	-500	
Total Marketing	565	1,700	-1,135	33%
Miscellaneous	320			

New Musicals Inc.
2019-20 Budget v. Actual
Actuals v. budgeted predictions by this point in Fiscal Year

	Sep '19 - Feb 20	Budget	\$ Over Budget	% of Budget
Office Expense				
Furniture & Equipment	4,150	430	3,720	965%
Janitorial Services	450	675	-225	67%
Janitorial Supplies	240	425	-185	57%
Office Supplies	410	780	-370	53%
PayPal Expenses	1,076	1,250	-174	86%
Payroll Expenses	836	1,000	-164	84%
Piano Tuning		400	-400	
Postage and Delivery	322	210	112	154%
Printing and Reproduction		125	-125	
Refreshments	416	125	291	333%
Square Expenses	32	125	-93	26%
Telephone	1,036	1,250	-214	83%
Utilities	2,862	3,000	-138	95%
Web Host		400	-400	
Workers' Compensation	1,040	987	53	105%
Total Office Expense	12,871	11,182	1,689	115%
Producing Expenses				
Theatre Rental	3,533		3,533	100%
Total Producing Expenses	3,533		3,533	100%
Professional Fees				
Webmaster		900	-900	
Total Professional Fees		900	-900	
Programming Expenses				
Computer Hardware/Software	103			
Theatre Rental	240	400	-160	60%
Total Programming Expenses	343	400	-57	86%
Wages - W2				
Wages - Barnett	2,395	1,650	745	145%
Wages - Dewsberry	20,566	17,298	3,268	119%
Wages - Guy	21,760	21,000	760	104%
Wages - Other	1,448	1,300	148	111%
Wages - Troy Barboza	9,812	10,000	-188	98%
Wages -ANMT Contributions	5,398	6,405	-1,008	84%
Total Wages - W2	61,379	57,653	3,727	106%
Workers' Comp	-113			
Total Expense	101,849	99,580	2,269	102%
Net Ordinary Income	24,839	17,565	7,274	141%
Net Income	24,839	17,565	7,274	141%

Academy for New Musical Theatre, Inc.

Balance Sheet

As of February 29, 2020

	Feb 29, 20
ASSETS	
Current Assets	
Checking/Savings	
Union Bank of Ca 3070021659	47,578
Union Bank of Ca2 ALNM	6,054
Total Checking/Savings	53,632
Total Current Assets	53,632
Other Assets	
Fidelity Brokerage	56,060
Rent Deposit	4,200
Workers Comp Deposit	965
Total Other Assets	61,225
TOTAL ASSETS	114,857
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Payroll Liabilities	2,839
Showcase 4x10 Escrow Funds	8,093
Total Other Current Liabilities	10,932
Total Current Liabilities	10,932
Total Liabilities	10,932
Equity	
Opening Bal Equity	503
Retained Earnings	78,814
Net Income	24,607
Total Equity	103,925
TOTAL LIABILITIES & EQUITY	114,857

Academy for New Musical Theatre, Inc.
Profit & Loss Budget Overview
September 2014 through August 2020

	Sep '14 - Aug 15	Sep '15 - Aug 16	Sep '16 - Aug 17	Sep '17 - Aug 18	Sep '18 - Aug 19	Sep '19 - Aug 20	TOTAL Sep '14 - Aug 20
Ordinary Income/Expense							
Income							
ANMT Writers' Workshop Income	50	48	38	40	51	49	277
ARC INCOME	12	2	5	2	2	0	22
Conditional Projects Income	68	56	73	47	26	0	269
Contribution Income	14	14	25	14	67	55	189
Developmental Services Income	10	10	9	11	11	10	60
Fundraiser Income	6	6	6	11	7	13	47
Grant Income	14	9	21	20	21	15	99
Miscellaneous Income	0	0					0
Online Income	0	0	0	1	1	1	3
Performers' Workshop Income	0	0	2	1	1	1	5
Producing Income	0			19	20	0	39
Programming Income	20	30	10	37	17	28	143
Rental Income	6	10	9	13	17	26	79
Total Income	200	183	197	215	240	197	1,232
Expense							
ANMT Writer Workshop Expenses	1	0	0	0	0	0	2
ARC EXPENSES	3	2	2	2	3	1	13
Bank Service Charges	0	0	0	0	0	0	2
Conditional Projects Expenses	9	3	12	0	0	0	24
Contractors - Instructional	17	16	14	20	16	17	98
Contractors - Theatre	10	3	7	13	13	3	49
Contributions	1	1	1	1	1	1	6
Conventions/Travel	4	3	3	3	4	4	23
Developmental Services Expenses		1	0				1
Facility Expenses	29	29	29	30	30	30	177
Fundraiser Expenses	2	2	2	2	4	4	14
Grant Expense	0	1	1	1	1		5
Insurance	3	3	3	3	3	3	19
Marketing	2	2	5	5	4	5	23
Office Expense	26	21	21	22	22	23	135
Performers' Workshop Expenses		0	0	0	0	0	0
Producing Expenses	0			10	13	0	24
Professional Fees	5	4	2	6	4	2	24
Programming Expenses	1	3	1	4	1	3	14
Wages - W2	87	87	92	93	120	120	598
Total Expense	200	182	197	215	240	215	1,249
Net Ordinary Income	0	1	0	0	0	-18	-17
Net Income	0	1	0	0	0	-18	-17